**Team Leads**

***Do you have what it takes?*** 

**Team Lead attributes to success:**

* Reputation amongst your peers/future RA’s (to attract them to you)
	+ Knowledge, skills
	+ Trustworthy, honesty, integrity, ethics
	+ Seen as hard worker
	+ Character
	+ They are looking at you the same way a prospective client does!
* Willingness to spend $’s on Team Building – it’s expensive!
	+ Team dinners
	+ Outings, even overnight conferences
	+ Gifts
	+ Advertising
* Place RA’s clients above your own! Know who your A+ Clients are!
	+ Never too busy . . . !
	+ Respond immediately to their referrals and needs
* 25% Referral Fee no matter how small the deal, how little profit for you
* Excellent systems and structure to handle the volume
	+ Don’t take more than you can handle well!
	+ Agents to handle transactions overflow and when you’re not there
* No egos – you’re trying to make the RA look like they’re #1, not yourself!

***It’s not for everyone – actually, only for a select few!***